

Dr. Christopher Coccio, CEO



MICROELECTRONICS



MEDICAL DEVICES



CLEAN ENERGY

This presentation contains forward-looking statements within the meaning of safe-harbor provisions of the Private Securities Litigation Reform Act of 1995. Such statements involve known and unknown risks, uncertainties, and other factors that could cause the actual results of the Company to differ materially from the results expressed or implied by such statements, including delivery of profitable, dynamic growth, growth opportunities for ultrasonic spray technology, retaining and expanding industry leadership and customer base, continuing product diversity, maintaining technological advantage of the Company's nozzles over those of competitors, including faster return on investment compared to conventional spray systems, enhancing global distribution network, establishing market niches for recently developed products and services, including fuel cell roll-to-roll development and controlled coating, market reception of new spray innovations, ability to increase sales of larger machines with longer delivery times, maintaining strong net cash position, achieving revenue projections, possible negative effects of the Coronavirus on the Company's operations, and other factors. Accordingly, although the Company believes that the expectations reflected in such forward-looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. The Company has no obligation to update the forward-looking information contained in this presentation.

Over 15 Years of Working Together to Grow Our Unique Business



Dr. Chris Coccio
Chairman & CEO



Steve Harshbarger
President & COO



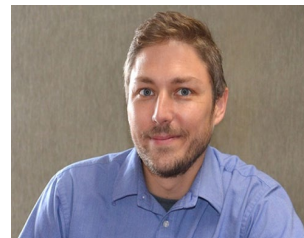
Stephen Bagley
Chief Financial Officer



Robb Engle
Executive VP, Engineering



Maria Kuha
VP, Operations



Chris Cichetti
VP, Applications Engineering

Executive & Senior Management

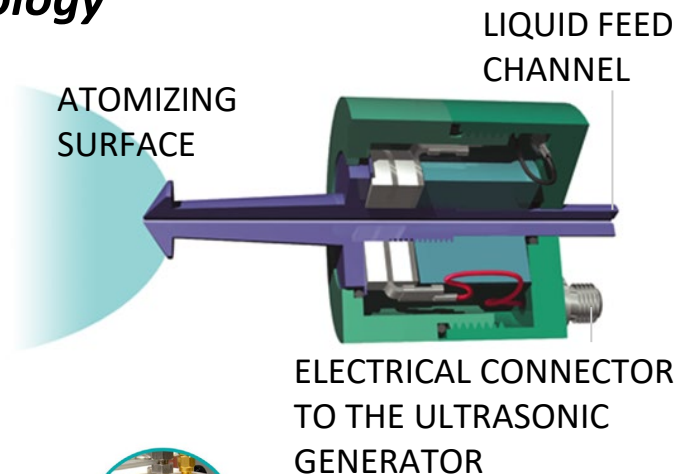


Inventors of Disruptive Ultrasonic Coating Technology

Ultrasonic nozzle systems use high frequency ultrasonic vibrations to atomize liquids into uniform micron-sized drops for a wide variety of surfaces.

Patented Software

- + Firmware
- + Electronics
- + Precision hardware



Enabling High Tech Applications

Sono-Tek Corporation is the world leader in the design and manufacture of ultrasonic coating systems for depositing precise, thin film coatings.

The main industries & applications include:

- *Microelectronics/Electronics*
- *Alternative Energy*
- *Medical*
- *Industrial*
- *Research & Development*

Market Data - 10/17/2022

Nasdaq	SOTK
Price	\$7.65
52 Week Range	\$4.01 - \$9.49
Market Cap	\$118M
Average Daily Trading (3 months)	~18.3k
Common Shares Outstanding	15.8M*
Insider Ownership	7%
Cash, Cash Equivalents & Marketable Securities	\$10.7M*

* As of 8/30/2022

Sono-Tek's Equipment Helps Drive Solutions to Address Climate Change

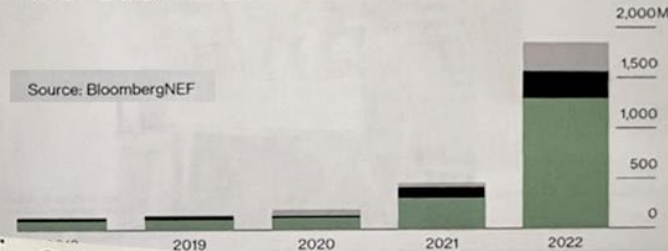
Fuel Cell and Electrolyzer coating applications for alternative energy become more of a necessity with legislative action and corporate spending to address climate change ramping up.



The Electrolyzer's Hockey-Stick Moment

Electrolyzer sales are expected to triple this year, under BNEF's most conservative estimate

■ APAC ■ EMEA ■ AMER



Source: BloombergNEF

Green-Energy Investment Gets a Lift

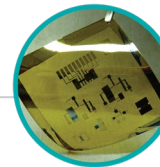
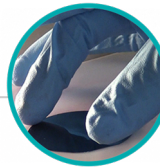
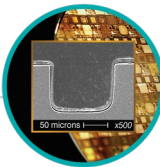
Spending in new plant would benefit some



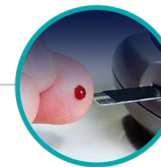
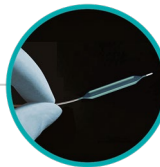
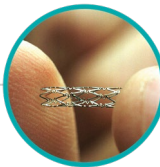
Our Focus Areas and Real Customer Application Examples

*Addressing
Major Global
Themes &
Disruptive
Generational
Changes*

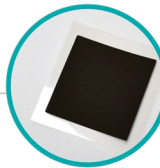
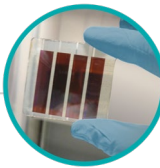
Semiconductors



Medical Devices



Clean Energy



Environmentally Friendly Solutions

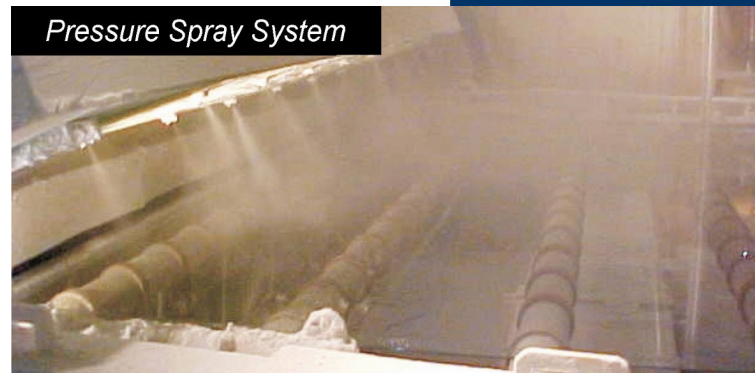
Advantages Becoming More Broadly Recognized

More cost-effective and simpler than alternative coating methods:

- Dramatic reductions in overspray with reduced emissions
- Large cost savings
- Improved process repeatability
- High precision coatings

GLASS APPLICATION

Pressure Spray System



Ultrasonic Spray System



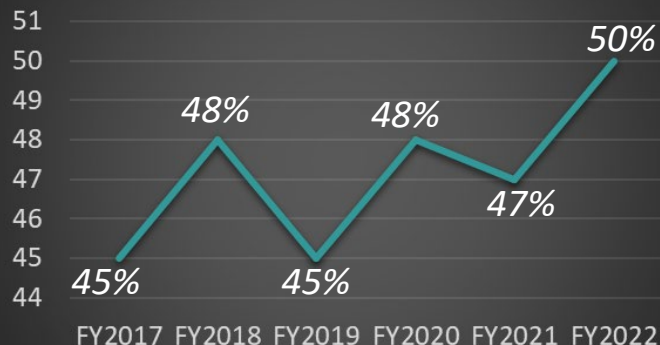
Strong Revenue, Gross Margin & Income

FYE - Feb 28

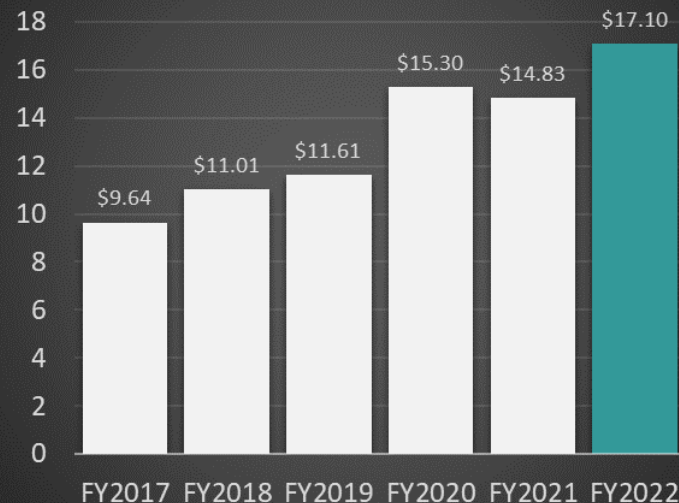
Net Income **\$2.5M**

In FY2022

Gross Margin



Revenue (in Millions)



Excellent Results During a Challenging Year with COVID

Financial Strength to Grow Our High Tech Company

FYE - Feb 28



*Excludes PPP loan, forgiven in Q1 FY2022

Cash & Equity at All Time Highs



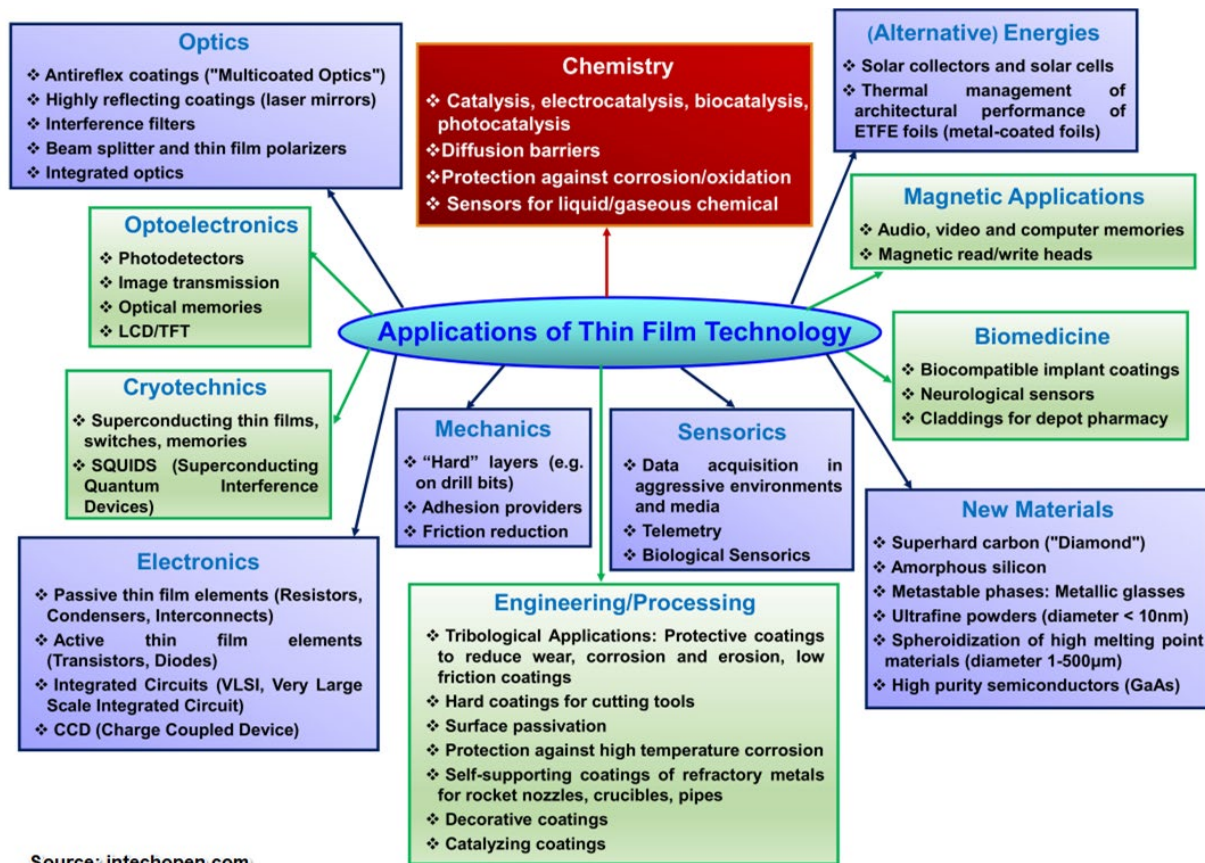
Our Recent Past is Impressive & Our Future is Even Brighter

	Sales	Operating Income	Net Income	Cash	Debt	Accumulated Deficit or Earnings	Stock Price	Market Cap
2013	\$9.5M	\$150k	\$130k	\$2.8M	\$2M	-\$2.9M	\$0.80/share	\$12M
2022	\$17M +79%	\$1.8M +1100%	\$2.4M +1746%	\$10.8M +286%	\$0	+\$4.1M +\$7M	\$6/share +650%	\$90M +650%

*Large
Increases*

Global trends are demanding our thin film coating solutions

- **Energy** - Both climate change and energy security are key drivers
- **Microelectronics** - Chip shortages and new demands for handhelds
- **Medical** - Implantables and novel testing and diagnostic applications (i.e. COVID)

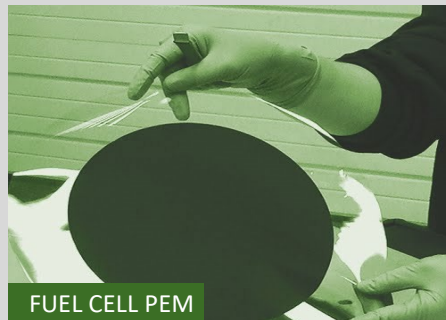
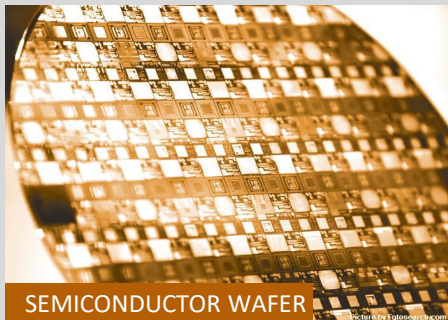


Source: intechopen.com

NEXT: How we are growing our business – by targeting key disruptive coating applications in growth oriented sectors.

Steve Harshbarger

President & COO



Think Equity Conference

October 2022

SONO•TEK Corporation

Nasdaq: SOTK

Ongoing Strategic Shift Focused On:

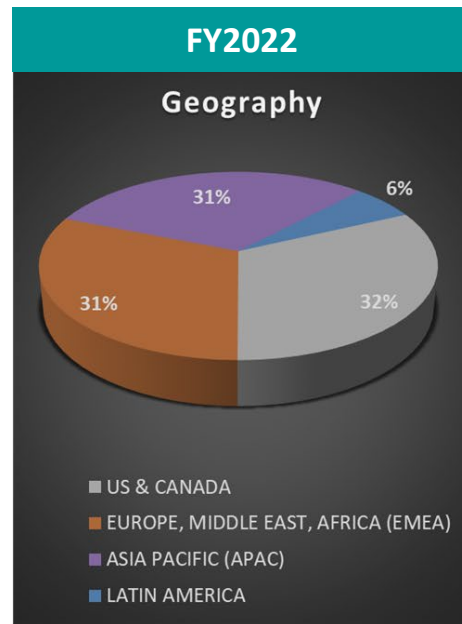
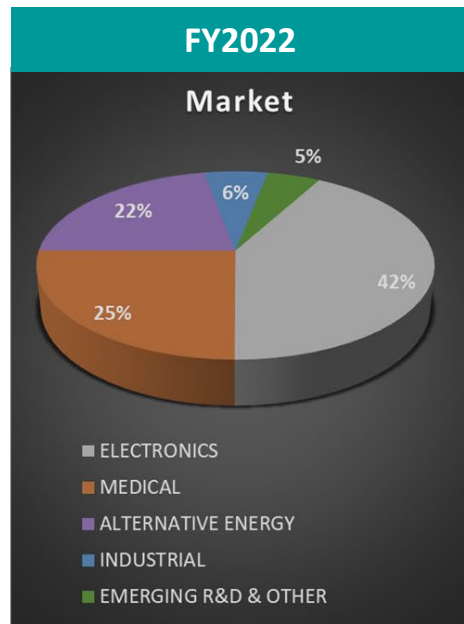
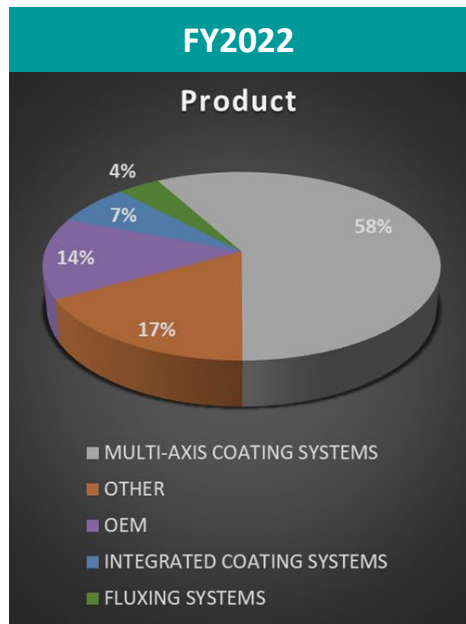
- Providing full system solutions
- Enhancing applications engineering and process expertise
- Increasing capabilities to deliver custom engineered products
- Expanding product lines with higher value machines
- Expanding customer base into advanced technology markets for new applications



RESULTS

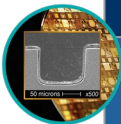

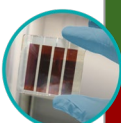


- ✓ *Amazing technical capabilities to solve customer coating challenges*
- ✓ *State-of-the-art engineered products that surpass our competitors*
- ✓ *Established network of industry experts for large system integration projects*
- ✓ *Rapid acceleration of new customers for new applications in high tech markets*

Average Selling Prices (ASPs) Growing Each Year



FY2022 Sales \$17.1 Million



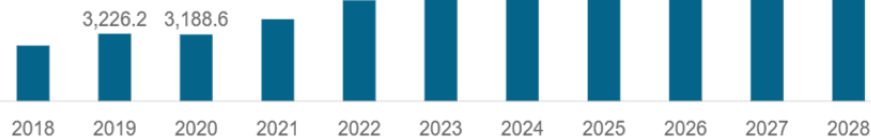
	MARKET	APPLICATIONS	OUTLOOK FOR GROWTH
	Electronics & Microelectronics	<ul style="list-style-type: none"> Semiconductors: photoresist layers Printed circuit boards Sensors Display glass on electronic devices, lenses 	<i>Worldwide demand for advanced semiconductor chips with smaller size and complexity, being driven by sensor technology in cars, appliances, phones, touch screens, etc.</i>
	Medical	<ul style="list-style-type: none"> Implanted medical devices Blood collection tubes Diagnostic devices, microfluidics Advanced drug delivery products 	<i>Rapid deployment of next gen diagnostic coatings for quick analysis and identification of blood and genomics. COVID-19 accelerating growth.</i>
	Alternative Energy	<ul style="list-style-type: none"> Fuel cell catalyst coatings Hydrogen generation, CO2 reduction electrolyzer coatings Solar cells 	<i>Growing demand for clean energy fuel cell technology, CO2 reduction and other emerging environmentally conscious technologies.</i>
	Industrial	<ul style="list-style-type: none"> Glass for windows in buildings and cars Aerospace/aircraft: specialty component Other industrial: textile nano-materials, food antimicrobials and flavorings, automotive components 	<i>Advances in functional nano-coating materials creating demand for new applications and markets.</i>
	Emerging R&D	<ul style="list-style-type: none"> Future applications in early R&D phase 	<i>Incubator for development of next gen applications in developing markets with growth potential.</i>

Nanocoatings: Nanoscale* thin-films applied to surfaces in order to create or improve a material's functionalities.

- Examples include corrosion protection, water protection, friction reduction, antibacterial, self-cleaning, conductive properties, and thermal management.

High growth applications in electronics, automotive, energy, glass and medical industries.

North America Nanocoatings Market Size 2018-2028
(\$USD Millions)



www.fortunebusinessinsights.com

* Nanoscale - a thickness of tens to a few hundreds of nanometers



CHIPS ACT: Over \$200B for high tech research and semiconductor manufacturing. Will greatly boost university level research for microelectronics.

CLIMATE BILL: \$369B focused at reducing 40% of greenhouse emissions by 2030.

SOUTH KOREA GREEN NEW DEAL: \$135B investment in both green and digital technologies.



Sono-Tek is prepared to meet our customers' needs with production volume machine solutions



- Sono-Tek application engineering expertise is a vital part of our customers success in the clean energy market.
- We anticipate additional R&D customers to follow with production volume equipment orders.
- This transition to production volume manufacturing drives ASPs higher.

Announcement of first \$1M+ order from the clean energy sector.

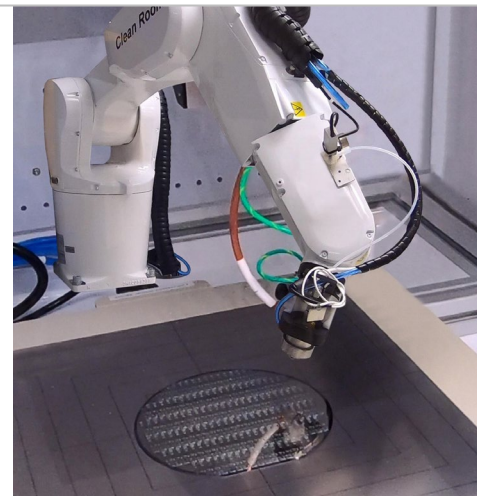
Sono-Tek has a huge customer base using our ultrasonic coating systems for R&D, and several of these companies are starting the transition to production volumes.

Full range
of machine
solutions



Evolving Products to Enhance Capabilities

- Advanced robotic coating platforms
- Sophisticated product handling systems
- Pre and post coating process stations
- Fully automated, custom engineered solutions with accelerating ASPs



Introduction of Coating Solutions for Technology Advancements that Address Major Global Challenges

- Electrolyzers for fuel cells, CO2 reduction, hydrogen generation
- EMI shielding
- Clear laser welding
- Electrostatics
- First roll-to-roll system delivered in Q2 FY2023



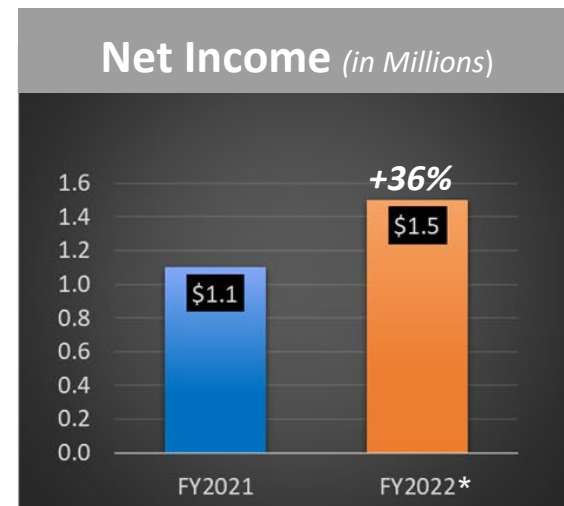
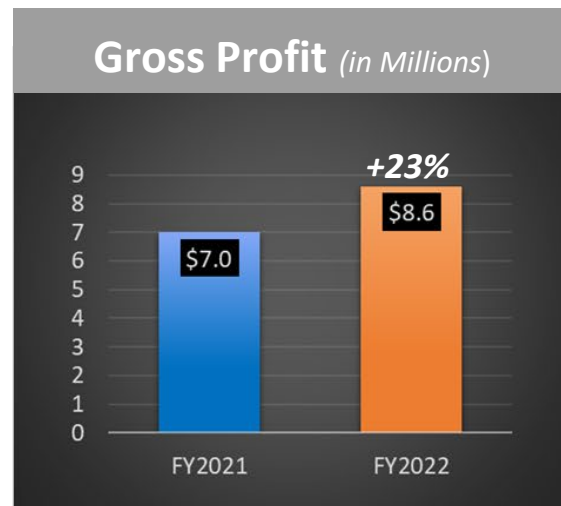
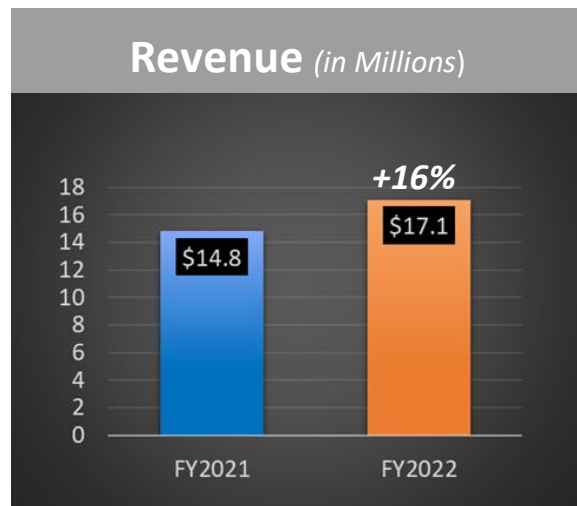
Adding New Growth Initiatives at an Accelerating Rate



- Over the past 15 years Sono-Tek has transitioned from an industrial equipment manufacturing company over to a technology company.
- Our SIC code has been changed to accurately reflect who we are today.

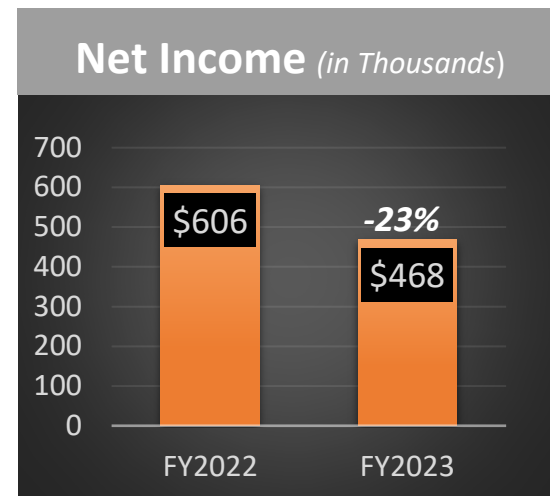
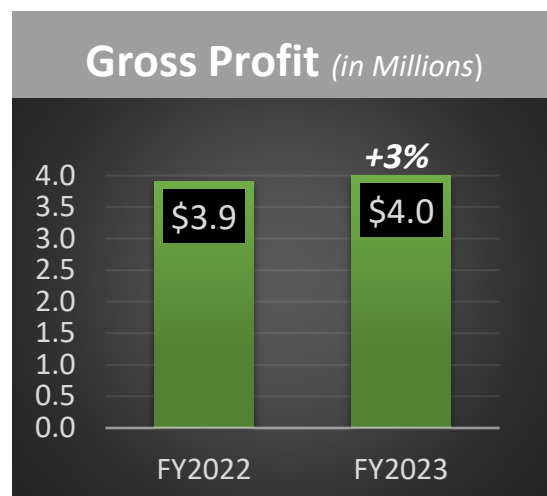
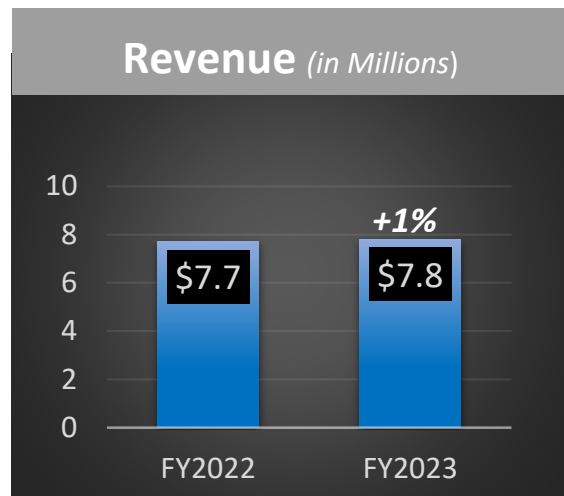
SIC CODE 3559 - Office of Technology - Special Industry Machinery

FY2022 & FY2021 Year-Over-Year Comparison



*FY2022 excludes PPP loan forgiveness

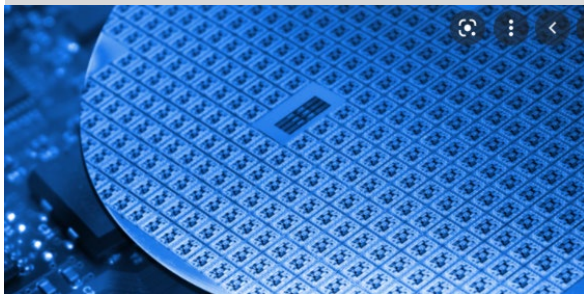
First Half FY2023 Year-Over-Year Comparison



*FY2022 excludes PPP loan forgiveness

Sono-Tek is Gaining Market Share with Current Global Market Trends

Unprecedented Semiconductor Demand



Key supplier of proprietary next generation product development for the semiconductor industry

Advanced Medical Devices & Diagnostics



Established leader in rapid diagnostic technology

Climate Action, Demand for CO2 Reduction



SOTK technology is being adopted for fuel cell and CO2 reducing systems



Thank You

Nasdaq: SOTK

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